

Fig. 1

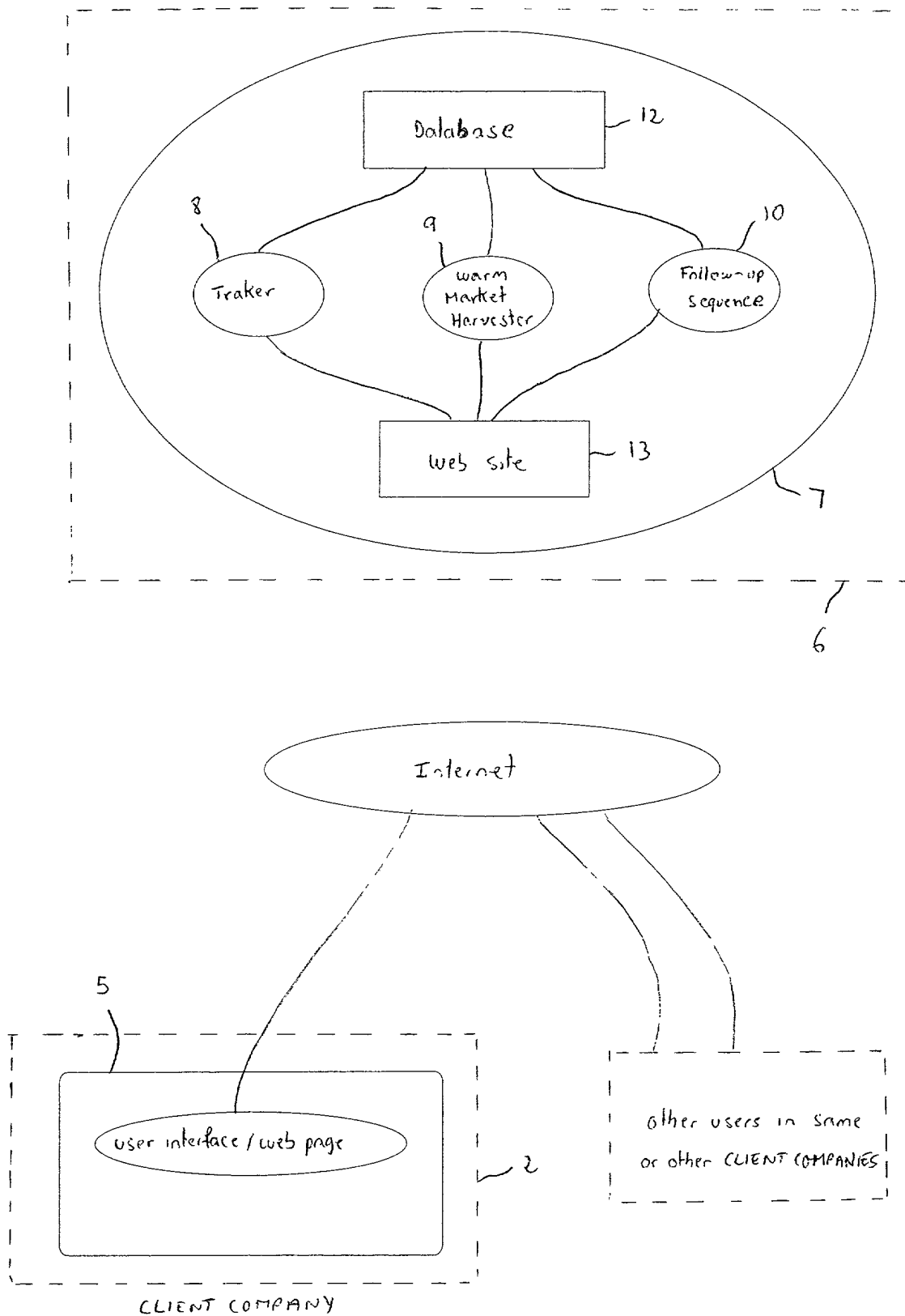
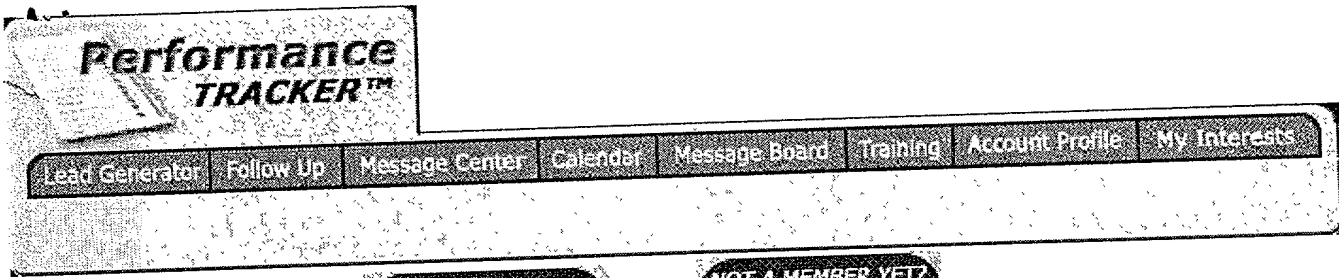


Fig. 2

**MEMBER'S LOGIN**

Members please enter your User ID and Password in the boxes below, and then click Continue.

User ID: Password: **CONTINUE**[Forgot Password?](#)**NOT A MEMBER YET?**

If you are not a Performance Tracker™ member yet, please click below to continue.

**CONTINUE**

Fig. 3

12/01/00

### Colby Olds

PERSONAL DEVELOPMENT		HIGH VOLUME	X	ADJUST	
II	Cultivate Goals (1 pt)	0	1	0	+ -
	Self-Training (1 pt)	0	1	0	+ -
<b>MARKETING</b>					
I	0 Direct Mail (.02 pt)	1000	.02	20	+ -
	0 Voice mail drops (1 pt)	5	1	5	+ -
	0 Advertisements (2 pt)	9	2	18	+ -
<b>COMMUNICATION</b>					
II	Meet someone new (1 pt)	0	1	0	+ -
	0 Dials (1 pt)	1	1	1	+ -
	Connects/Incoming msg (1 pt)	1	1	1	+ -
	Appointments set (2 pt)	3	2	6	+ -
	Presentations (3 pt)	2	3	6	+ -
	Retail sales (4 pt)	7	4	28	+ -
	Sponsored people (4 pt)	2	4	8	+ -
	New rep's training (5 pt)	3	5	15	+ -
<b>TARGET</b>				108	
▶ SET TARGET		POINTS		TOTAL POINTS	

Select Date ▼

Fig. 4